

Commonwealth of Massachusetts  
 Executive Office of Public Safety and Security  
 Office of Grants and Research  
 Highway Safety Division  
 10 Park Plaza, Suite 3720  
 Boston, MA 02116  
 Tel: 617.725.3341

11:26

**Application for Grant Funds (AGF)**  
**FFY 2011 Automated License Plate Reader Grant Program**  
**Deadline for Applications: Noon, November 29, 2010**

All sections must be completed to be eligible.

Name and Complete Address of Department or Municipality  <b>Natick Police Department 20 East Central Street Natick MA 01760</b>			
Chief's Last Name <b>Mabardy</b>	First <b>Nicholas</b>	Middle Initial	
E-Mail Address <b>Mabardy@natickpolice.com</b>	Telephone <b>508-647-9511</b>	Fax <b>508-647-9509</b>	
Grant Contact Last Name <b>Lauzon</b>	First Name <b>Brian</b>	Middle Initial <b>G</b>	Title <b>Lieutenant</b>
E-Mail Address <b>lauzon@natickpolice.com</b>	Telephone <b>508-647-9518</b>	Fax <b>508-647-9509</b>	
<b>Applicant Profile</b>			
Does your department currently have any ALPR units in use? If so, how many?		<b>No</b>	
Number of full-time officers		<b>51</b>	
Number of part-time officers		<b>0</b>	
What is the population of your community according to the 2009 census?		<b>34,000</b>	
How large is your community (square miles)?		<b>16 Square Miles</b>	

**Problem Identification**

Category	2007	2008	2009
Number of unlicensed motorist citations	<b>199</b>	<b>176</b>	<b>178</b>
Number of uninsured motorist citations	<b>50</b>	<b>54</b>	<b>64</b>
Number of operating with a suspended license citations	<b>87</b>	<b>72</b>	<b>90</b>

Number of operating with a suspended license arrests	37	30	32
Number of stolen vehicles reports	28	23	17
Number of stolen vehicle arrests	2	3	3

**Proposed Programming**

**Experience-** Provide a summary of previous experience your department has with highway safety initiatives (Click It or Ticket, Massachusetts Law Enforcement Challenge, crash reporting, etc.).

**This department avails itself annually to funding provided for by EOPSS HSD for traffic enforcement such as Click It or Ticket and Over the Limit Under Arrest. This past year we also received funds for Child Safety Seat equipment. The CPS program is one of our strongest community policing programs in the area. This past year alone we certified two additional CPS technicians when most departments are scaling back or cutting the programs completely.**

**We have continuously proven our commitment to highway safety initiatives by staying active in all aspects of traffic safety. We continue to host training and meetings at the request of HSD, The statewide CPS program, and the Office of Alcohol Testing. In addition to these public partnerships we also run many trainings each year through a public private partnership with SRR Training and other training companies that are geared toward traffic safety.**

**Timeline-** Provide your projected timeline for unit purchase, training, and implementation (January 2011-June 30, 2011).

**We currently have two new cruisers at MHQ ready to be outfitted with other equipment and technologies. Our timeline would solely be limited to the availability of funds and ALPR Equipment from the manufacturer/distributor.**

**Project Activities-** Describe your proposed deployment use (how many hours per day, per week, etc.).

**We would propose deploying this equipment, dependent on manufacturer's recommendations, three shifts per day, including Sunday's. The equipment would primarily assigned to our major retail district, which includes the largest retail shopping center in New England (Natick Collection) that boasts available parking for 8000 vehicles and is surrounded by highly traveled roadways such as Rt.9, Rt.30, Rt.27, Speen Street and a bit further South Rt.135. In addition to the Collection the area includes major corporate headquarters such as Boston Scientific and TJX, Sherwood Plaza and Clover Leaf Market Place and four hotels.**

**Capabilities-** Describe your department's technical capabilities to implement this program.

**Our department currently has one full time mechanic who is responsible for not only our vehicle fleet, but also all equipment including electronics contained within each cruiser. We also have our own part time IT officer who is supported by the Towns full time IT department. Lastly, our vehicles are all supplied and maintained by MHQ who is also an authorized vendor for the equipment. Almost all of our officers are technically savvy and are familiar with similar electronics in use today such as cruiser lap top computers with a myriad of programs, radar and lidar speed measuring devices, digital cameras etc..**

**Goals-** Identify specific, measurable, attainable, realistic and time-bound goals and objectives for this program (i.e. increase uninsured motorist violations by 20% over 2009 levels by August 2011).

**If afforded the opportunity to receive funds for this equipment we would expect to see the following increases over 2009 by 8/2011**

**Uninsured motor vehicle violations: +25%**  
**Operating without being duly licensed: +10%**  
**Operating with a suspended or revoked license violations: +10%**  
**Operating with a suspended or revoked license arrests: +20%**  
**Recovered stolen motor vehicles: +5%**

**Evaluation-** Describe your evaluation plan (for example, a pre and post data comparison for your community during the grant period with the same time period in the previous year).

**Our evaluation plan will be comprehensive and include data not only from the first year of operation upon receipt of the equipment, but also the previous two years and will include: Reported and recovered stolen motor vehicles along with violations written for Uninsured motor vehicles, Unregistered motor vehicles, Revoked registrations, and unlicensed/suspended/revoked operators.**

**Additional Information-** Provide any additional information about your current and/or proposed ALPR program you would like EOPSS to consider when evaluating your AGF response (major highways through community, commuter population).

**If provided with funding for the purchase of this equipment this department is committed to putting it into service. Natick is a population of only 34,000+ residents', but the commuting and business traffic triples that number on a daily basis. Traffic congestion and management is one of this department's primary responsibilities. Major highways traveling through our town are I90 (Mass Turnpike), Rt.9, Rt.27, Rt.135, Rt.16, Speen Street.**

**BUDGET TEMPLATE**

**January 2011 - June 30, 2011-** also provide specification sheet from your chosen vendor

<b>Equipment</b>	<b>Cost/Rate</b>	<b>Total</b>
<b>Slate-750-PLUS MA Three Camera Mobile LE Package</b>	<b>\$15,250</b>	<b>\$15,250</b>
<b>PIPS-SRVC-MVI</b>	<b>\$2,900</b>	<b>\$2,900</b>
<b>BOSS MAP-MAP</b>	<b>\$795</b>	<b>\$795</b>
<b>PIPS-SVC-Maint-Mobile &amp; BOSS</b>	<b>\$1,923</b>	<b>\$1,923</b>
<b>Total</b>		<b>\$20,073</b>

Total funding requested **\$20,073**

Please Note:

If your department does not have an officer safety belt policy, 50% of your total grant award will be deducted. If your department falls into this category, please provide a statement agreeing that the balance will be paid by your department or that no funds will be awarded.

Grant recipients are required to provide an in-kind (soft) match which represents 20% of the total project cost. For example if you receive \$5,000, your 20% match would be calculated as follows: \$5,000 divided by 80% = \$6,250 X 20% = \$1,250.

**FEDERAL IN-KIND MATCH REQUIREMENTS - REQUIRED**

Item/Service	Quantity	Cost	Total
Training	200hrs	\$28.16per hour	\$5,632.00

Department's plan to pay for additional maintenance and warranty costs:

**Maintenance and warranty costs can be assumed by this department's budget much like out CPS program has over the last few years with the elimination of community policing grants.**

**For EOPSS/HSD Use:**

Revised Total Request:

\$ \_\_\_\_\_

Applications due on or before November 29, 2010 at noon to:

Dan DeMille, Program Coordinator  
 Executive Office of Public Safety and Security  
 Office of Grants and Research  
 Highway Safety Division  
 10 Park Plaza, Suite 3720  
 Boston, MA 02116

**CHECK LIST**

- Completed Application (original and 8 copies)
- Required Signatures
- Safety belt policy or commitment to establish one by DATE
- Contract Authorized Signatory Listing

Please note that in the event that your department or municipality is selected for an award, a Standard Contract Form and General Subrecipient Conditions will be provided for your signature at that time.

Before signing below, or obtaining signature, please be sure the entire application is complete.

**ASSURANCES**

The Natick Police Department/municipality acknowledges and agrees to comply with all grant contract requirements and performance measures. This municipality or department understands and agrees that a grant received as a result of this application is subject to the regulations governing highway safety projects and grant management requirements and will comply with all State and Federal Guidelines. Funding is based on availability of federal funds. I hereby acknowledge my understanding of the above grant requirements and will comply with the best of my ability:

Chief Nicholas Mabardy

Authorized Representative Name and Title (please print)

Please note that the signatory must be authorized to enter into a contract with the Commonwealth.

Nicholas A. Mabardy  
Authorized Signature in blue ink

November 22, 2010  
Date signed in blue ink

Deadline: An original application form with attachments, along with three copies, must be received by HSD by **noon on November 29, 2010**. Faxed and electronic responses will **NOT** be accepted.

\*It is suggested that departments verify with EOPSS-HSD receipt of application prior to deadline (this is because of recent mail delivery problems). Please email Dan DeMille at [Daniel.DeMille@state.ma.us](mailto:Daniel.DeMille@state.ma.us) to verify receipt.

**COMMONWEALTH OF MASSACHUSETTS  
CONTRACTOR AUTHORIZED SIGNATORY LISTING**

**CONTRACTOR LEGAL NAME :**  
**CONTRACTOR VENDOR/CUSTOMER CODE:**

**INSTRUCTIONS:** Any Contractor (other than a sole-proprietor or an individual contractor) must provide a listing of individuals who are authorized as legal representatives of the Contractor who can sign contracts and other legally binding documents related to the contract on the Contractor's behalf. In addition to this listing, any state department may require additional proof of authority to sign contracts on behalf of the Contractor, or proof of authenticity of signature (a notarized signature that the Department can use to verify that the signature and date that appear on the Contract or other legal document was actually made by the Contractor's authorized signatory, and not by a representative, designee or other individual.)

**NOTICE:** *Acceptance of any payment under a Contract or Grant shall operate as a waiver of any defense by the Contractor challenging the existence of a valid Contract due to an alleged lack of actual authority to execute the document by the signatory.*

For privacy purposes **DO NOT ATTACH** any documentation containing personal information, such as bank account numbers, social security numbers, driver's licenses, home addresses, social security cards or any other personally identifiable information that you do not want released as part of a public record. The Commonwealth reserves the right to publish the names and titles of authorized signatories of contractors.

AUTHORIZED SIGNATORY NAME	TITLE
Nicholas Mabardy	Chief of Police

I certify that I am the President, Chief Executive Officer, Chief Fiscal Officer, Corporate Clerk or Legal Counsel for the Contractor and as an authorized officer of the Contractor I certify that the names of the individuals identified on this listing are current as of the date of execution below and that these individuals are authorized to sign contracts and other legally binding documents related to contracts with the Commonwealth of Massachusetts on behalf of the Contractor. I understand and agree that the Contractor has a duty to ensure that this listing is immediately updated and communicated to any state department with which the Contractor does business whenever the authorized signatories above retire, are otherwise terminated from the Contractor's employ, have their responsibilities changed resulting in their no longer being authorized to sign contracts with the Commonwealth or whenever new signatories are designated.

Martha White  
Signature

Date: 11/17/2010

Title: Town Administrator

Telephone: 508-647-6410

Fax: 508-647-6401

Email:selectmen@natickma.org

[Listing can not be accepted without all of this information completed.]

A copy of this listing must be attached to the "record copy" of a contract filed with the department.

**COMMONWEALTH OF MASSACHUSETTS  
CONTRACTOR AUTHORIZED SIGNATORY LISTING**

**CONTRACTOR LEGAL NAME :**

**CONTRACTOR VENDOR/CUSTOMER CODE:**

COMMONWEALTH OF MASSACHUSETTS  
CONTRACTOR AUTHORIZED SIGNATORY LISTING

CONTRACTOR LEGAL NAME :  
CONTRACTOR VENDOR/CUSTOMER CODE:

PROOF OF AUTHENTICATION OF SIGNATURE

This page is optional and is available for a department to authenticate contract signatures.  
It is recommended that Departments obtain authentication of signature for the signatory  
who submits the Contractor Authorized Listing.

This Section MUST be completed by the Contractor Authorized Signatory in presence of notary.

Signatory's full legal name (print or type): Nicholas Mabardy

Title: Chief of Police

X Nicholas S. Mabardy  
Signature as it will appear on contract or other document (Complete only in presence of notary):

AUTHENTICATED BY NOTARY OR CORPORATE CLERK (PICK ONLY ONE) AS FOLLOWS:

I, Florance Azzariti (NOTARY) as a notary public certify that I witnessed  
the signature of the aforementioned signatory above and I verified the individual's identity on this date:

November 22, 2010.

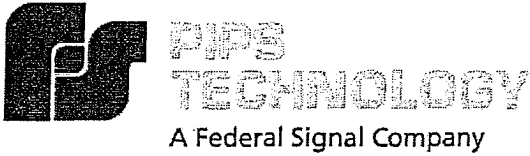
My commission expires on: 6/16/2011

AFFIX NOTARY SEAL

I, \_\_\_\_\_ (CORPORATE CLERK) certify that I witnessed the  
signature of the aforementioned signatory above, that I verified the individual's identity and confirm the individual's  
authority as an authorized signatory for the Contractor on this date:

\_\_\_\_\_, 20 \_\_\_\_.

AFFIX CORPORATE SEAL



November 18, 2010

**REF: 3 Camera Mobile P362 ALPR Price Quote**

**Lt. Brian Lauzon  
Natick Police Department  
20 East Central Street  
Natick, Massachusetts 01760**

**Lt. Lauzon,**

I'm pleased to provide you with this quote for a three Camera Mobile ALPR system "hard" mounted and integrated into an MDT system in your patrol vehicle.

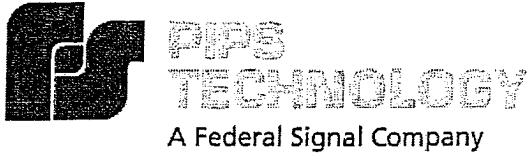
Key points about Federal Signal in the ALPR market:

- For more than 16 years, Federal Signal market focus has specialized in Automatic License Plate Recognition technologies.
- As an Original Equipment Manufacturer, they design, manufacture, and develop their own hardware and software – they control the quality and support of their products from start to finish.
- PIPS offers an ALPR "back-end" analysis software package (BOSS) that provides data-mining of "historic" license plate information obtained and stored from all deployed mobile (and fixed) systems within your department.

Qty	Item	Description	List Unit Cost
1	1	<b>SLATE-750- PLUS MA Three Camera Mobile Law Enforcement Package</b> including 750nm illumination, SuperExIII processor, camera cable/connector(s), GPS module,PAGIS software and dongle, PIPS ALPR/OCR Engine, Client/Server architecture, camera bracket mount assemblies	15,250.00
1	2	<b>PIPS-SW-BOSS Back Office System Software</b> utilizing Microsoft SQL Express Server Software for system administration, data analysis and data storage, data mining, reporting, mapping via google Maps, remote alerting, and networking in support of inter-agency data sharing. <b>Note: Software includes 1 administrative plus 2 user license.</b>	INCLUDED
1	3	<b>PIPS-SRVC-MVI;</b> Field Engineering services required for the installation of the PIPS Mobile ALPR system on a traffic vehicle <b>including PAGIS in car and BOSS back office software training.</b> Priced on a per car vehicle basis	\$2,900.00

1	4	<b>BOSS MAP-MAP Advanced mapping utilizing BING maps -Birds eye, satellite, multiple images</b>	\$795
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**Total Cost \$18,945.00**



\*\*\*\*\* OPTIONS \*\*\*\*\*

1	5	<b>(OPTIONAL) PIPS-SVC-MAINT-Mobile</b> Annual maintenance cost for year #1 and #2 for the PIPS mobile vehicle system <b>plus</b> the PAGIS in car display software.	\$1815.00
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1	6	<b>(OPTIONAL) PIPS-SRVC-MAINT-BOSS</b> Annual maintenance cost for year #1 and #2	\$108
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		Freight is included at no charge	
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**NOTE:**

- 1) Only one copy of PIPS-SW-BOSS PRO System Software and one BOSS-SRVR PIPS server is required to support a combination of one or more mobile and/or fixed mobile systems (up to 1,000 separate ALPR mobile or fixed systems), therefore additional vehicles or fixed cameras will not require items 2 and 3.
- 2) This quote excludes applicable sales tax and is subject to the attached PIPS' standard terms, conditions and warranties.

**Scope of Work:**

Our quote ***includes*** installation. During that time, our system will be installed in your designated vehicles by our installer. After installation, you or the appropriate personnel will receive training on both PAGIS and BOSS by our representative.

Our quote ***includes*** the cost for our Back Office Server Software (BOSS) that can be installed on a department supplied SQL server. During the installation and training, our engineer will install one copy of this software application that is used for mining of all data collected by each mobile LPR system. The initial cost of installing BOSS for your agency can be utilized for all future PIPS mobile installations within your organization. It can also integrate with other local law enforcement agencies, fixed ALPR sites, or with commercial purchasers of our ALPR systems to provide a comprehensive database of vehicle movement within the surrounding areas where PIPS systems have been deployed.

**NOTE 3: This software has a 4GB storage limit (approx. 120,000 license plate reads). If your agency has a full Microsoft Sequel License, BOSS integrates with it and the only limit to data storage would be the amount of server hard disk space available.**

**NOTE 4: The above \$995 BOSS pricing includes 1 administrative plus 2 user license. Additional concurrent user licenses are priced as follow:**

<b>Block of 5</b>	<b>\$2250</b>
<b>Block of 10</b>	<b>\$3500</b>
<b>Block of 25</b>	<b>\$7000</b>



**PIPS  
TECHNOLOGY**

A Federal Signal Company

All PIPS equipment hardware and software is covered by a one-year parts and labor warranty. Extended warranty agreements are available for the system after the original one-year warranty expires. These agreements supply the end user with upgrades and improvements to our OCR engine for enhanced plate detection capabilities and software upgrades sold by PIPS Technology, Inc.

<b>Per Mobile Unit Extended Warranty</b>	<b>Unit Cost</b>
2 <sup>nd</sup> Year –Annual Mobile System Warranty Renewal	\$1,815
3 <sup>rd</sup> Year –Annual Mobile System Warranty Renewal	\$2,269
4th Year –Annual Mobile System Warranty Renewal	\$2,723

Please let me know if you have any questions or require any additional information.

Best Regards,

Paul G. King  
MHQ  
401 Elm Street  
Marlborough, MA 01752  
508-573-2648 office  
508-726-6139 cell